

February 2009

INROADS

Paving the Way for Montana's Disadvantaged Business Enterprises

Volume 9, Issue 2



DBE Program
Civil Rights Bureau
Montana Department of Transportation
P.O. Box 201001
Helena, Montana 59620-1001

People Worth Knowing: Leonard Smith

Folks in Billings might regard him as a “prodigal son.” Leonard Smith founded the Native American Development Corporation (NADC) in Billings in 1996, then left town to serve as the Deputy District Director of the Small Business Administration in Helena. But, now he is back as Executive Director of NADC and brimming with ideas about ways to encourage economic development in Indian Country.

NADC, located at 221 N. Broadway, offers a Revolving Loan Fund for macro- and micro-loans, operates a coffee shop/training center, and provides technical assistance to Native Americans seeking to start or expand a business. This year, NADC has been partnering with the Montana Department of Transportation Disadvantaged Business Enterprise Program to pilot a technical assistance program for Billings-area Indian-owned firms, helping them understand and complete the paperwork required to become certified as a DBE, guiding development of their business plans, and helping them establish successful businesses. This is a first step in Leonard’s bigger plans for the organization.

“As the founder of NADC, I’m excited to be back, and I look forward to reenergizing the organization with some new ideas for the future, including increasing our business development services, recapitalizing our Revolving Loan Fund, and expanding services at Tra-Dish catering services. As a development corporation, we’re looking at spinning off our own businesses under the SBA 8-A program, such as catering, desktop services, and technical assistance to tribes, agencies, and organizations in creating businesses or enterprises for Native Americans. Within the last year we have been really expanding our programs and staff. Ultimately, we’re looking at building a one-stop center here in Billings, assisting tribes as well as individuals and working to develop close partnerships with all the other native resources in Billings and throughout the state.”

Native American Development Corporation has a small but well-qualified staff that serves 30 to 35 clients at any time. Smith says, “Clients have to accept that we’re not going to do all the work for them. They have to have a commitment to their business and be willing to put the time and effort into their business. We’ll help them as much as we can, but they have to be the ones to get the information, develop the business plan, and submit the paper work.”

A born enterprise developer, Leonard spearheaded Indian Centers and community and organizational development initiatives even before he completed his B.S./B.A. in Business Administration from what is now MSU-Billings. In 1989, he founded the Montana Indian Manufacturers Network, the first of a succession of enterprises that evolved into the Native American Development Corporation. The Montana Indian Manufacturers Network grew into an independent organization known as the Native American Manufacturers Network (NAMN), which provided technical assistance, networking, and contract referrals to tribally-owned manufacturing firms. This initiative brought Department of Defense contracting and jobs to three Montana reservations. To help meet broader needs in Indian Country and to ensure its sustainability, in 1996 another organization was created as a community development corporation called the Native American Development Corporation (NADC). Leonard also has been vice-president of an Indian credit corporation on reservations, a construction company owner, and worked with the Fort Peck Tribe for five years as Chief Executive Officer of Tribal Enterprises.

Leonard is an enrolled member of Fort Peck Assiniboine and Sioux Tribe. He and his wife Linda Parker have two sons, Jason Smith who works at the Montana state legislature, and Todd Adams, who lives in Houston, and three grand children.

For more information or to become involved with NADC, see the website at nadc-nabn.org or contact Leonard at 406-259-3804.



In this issue...

People Worth Knowing	1
Bid/Contracting Opportunities	2
Web Site Quick Tip.....	2
No Website? See Godaddy.com	2
MATR: Hot Resource of the Month	3
Book of the Month	3
Useful Resources	3
Civil Rights Bureau Directory	4
What’s New With You?	4
Meetings and Workshops.....	4

INROADS

Bid and Contracting Opportunities

Web Site Quick Tip: Testimonials

A Testimonials page is something many businesses overlook when setting up their web sites. While having a testimonials page may seem self-serving, people **will** look for it. It's natural for people to wonder "what's so good about you?"

If you don't have one, people may wonder what's wrong with you—"can't they find anyone to say nice things about them?"

Ask clients to supply a short testimonial, and make sure there is a link to testimonials on your navigation bar.

People will be looking for this one!



**No website?
Check out
Godaddy.com**

A t Godaddy.com, you can register your domain name, construct and update a website (or have them do it for you), and much more for a very affordable price.

Check it out now!

MONTANA DEPARTMENT OF TRANSPORTATION

Starting in January 2009, MDT is holding two bid lettings each month, except for October—December.

Proposed for letting March 12, 2009

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
6587 000	NH 5-2(150)60	1	US 93 LT TURN PH SIGNAL MODS	Traffic Signals and Lighting	
6499 000	NH 1-1(82)69	1	Happy's Inn	Resurfacing—Seal & Cover	11.9
4861 000	NH 12-1(14)4	2	S Fork Madison R-W West Yellowstone	Bridge Replacement with No Added Capacity	
5755 000	NH 60-2(71)87	3	Great Falls SE	Restoration and Rehab—PCCP	3.0
6503 000	STPP 6-1(122)51	1	Thompson Falls—East	Resurfacing—Seal and Cover	4.9
6504 000	STPP 6-1(124)99	1	Dixon—E & W	Resurfacing—Seal and Cover	16.9
6516 000	STPP 49-2(9)16	2	Twin Bridges—South	Resurfacing—Asphalt (thin lift <=60.00mm) (scheduled maintenance)	11.5
6529 000	STPS 253-1(19)37	4	Brockway—South	Resurfacing—Asphalt (thin lift <=60.00mm) (scheduled maintenance)	9.9
4666 002	MT-STPU-CM 1031(8)	5	Poly Drive South—Billings	Reconstruction—With Added Capacity	1.7

Proposed for letting March 26, 2009

UPN/UNIT	PROJECT ID	FINANCIAL DISTRICT	PROJECT DESIGNATION	TYPE OF CONSTRUCTION	LENGTH MILES
6151 000	NH 5-2(147)61	1	Flathead River—Polson	Major Bridge Rehabilitation Without Added Capacity	
4066 000	NH 57-3(33)70	5	Lewistown—West	Reconstruction—Without Added Capacity	9.0
4719 000	STPP-HSIP 43-1 (25)14	5	2000-Safety Improvement—Hilger	Reconstruction—Without Added Capacity	1.6
6507 000	STPS 263-1(25)11	1	Mullan Road	Resurfacing—Asphalt (thin lift <=60.00mm) (scheduled maintenance)	4.3
4666 001	STPU 1031(9)	5	Canyon Creek North—Billings	Reconstruction—With Added Capacity	0.7
4852 000	BR 9027(25)	1	Grave Cr—10 KM N Fortine	Bridge Replacement With No Added Capacity	
6262 000	UPP 1806(8)	2	Front St—Montana to Utah	Resurfacing—Asphalt (thin lift <=60.00mm) (scheduled maintenance)	0.7

WESTERN FEDERAL LANDS HIGHWAY DIVISION

Solicitation #	Description	Closing Date	Closing Time
DTFH70-08-R-00032	Rehabilitate Going to the Sun Road Big Bend to Logan Pass Phase VIII	Summer 2009	



Hot Resource of the Month: Montana Associated Technology Roundtables

The Montana Associated Technology Roundtables (MATR) provide networking and information opportunities to entrepreneurs, investors, and professionals in Montana and the Inland Northwest.

The Roundtables are informal networking organizations that include anyone interested in an improved economy and creative entrepreneurial climate. Participants provide hands-on coaching about how to run and grow a business, share experiences, and learn about resources.

MATR organizes networking meetings on a regular basis. They are usually developed around a theme, such as business principles, corporate organization, funding, or marketing. They begin with active networking, so bring your business cards!

The topic for the meeting is then presented by an expert or panel from the field with interactive involvement by all participants. The discussion is followed by more networking.

If your community doesn't have a Roundtable, and you're interested in starting one, MATR will work with you to get one going.

In addition to Roundtables, MATR members regularly share ideas, opportunities, and innovations among the group through e-mail, forum discussions, and additional informal gatherings.

The homepage on the MATR web site is updated daily with economic and other relevant information from the state, region, and world that can foster increased economic success in Montana. The site also contains a large archive of previous articles organized by category. A weekly electronic newsletter

compiles the news of the week into a single digest for member convenience.

MATR provides a growing list of companies and resources available in the Inland Northwest as well as an active Events Calendar. MATR also is posting career opportunities in Montana, Utah, Washington, Idaho, Wyoming, Oregon, North and South Dakota, and other "third coast" states.

Another valuable MATR service to entrepreneurs is a free review of your Executive Summary. (If you don't have one, or don't know what an Executive Summary is, check out the MATR website: www.matr.net)

MATR is funded solely by its advertisers, so be sure to visit their listings when you check out the web site.

There is no cost to be a member of the Roundtable or to receive the newsletters.

For more information, or to join MATR, contact Russ Fletcher at 406-542-9395 or russ@matr.net

Useful Resources

Governor's Indian Affairs Liaison: Jennifer Perez Cole, 406-444-3713, jpcole@mt.gov
 Governor's Office of Economic Development: Lesa Evers, 406-444-1366
 Montana Indian Business Alliance: <http://www.mibaonline.org/SmallBusinessResources.html>
 Southeastern Development Corporation: <http://www.semhc.org/>
 Montana Cooperative Development Center: <http://www.mcdc.coop/>

Contracting opportunities:

State of Montana: <http://www.mt.gov/doi/gsd/osbs/>
 Montana General Services Division: www.gsd.mt.gov
 City of Billings: www.ci.billings.mt.us
 Great Falls Tribune: www.greatfallstribune.com

Online representation and certifications applications: <http://orca.bpn.gov>

Business topics/ Starting a business:

<http://humanresources.about.com>
www.business.com
<http://www.entrepreneur.com/bizstartups>
 Small Business Administration: <http://www.sba.gov/>
 Internal Revenue Service: www.irs.gov/businesses/small

Business training:

Montana Business Connection: <http://www.mbc.umt.edu/calendar/default.asp>
 Montana Small Business Development Center: <http://commerce.mt.gov/>
 Indianpreneur and NxLevel training: Phil Belangie, Montana Department of Commerce, 406-721-3663, pbelangie@mt.gov

National Highway Specifications: <http://www.fhwa.dot.gov/construction/>

Online Courses: www.elementK.com/corp/catalog.html

Book of the Month

In each DBE newsletter we recommend a book that can help grow your business.

This month's recommended book is [Entrepreneur America: Lessons from Inside Rob Ryan's High-Tech Start-Up Boot Camp](#) by Rob Ryan and Phaedra Hise (available at Amazon.com and your local bookstore).

In this book, Ryan provides a number of invaluable "lessons" which can be learned by those who attend his High-Tech Start-up Book Camp in Montana.

MDT Civil Rights Bureau Directory

Wendy Stewart	wstewart.mt.gov	(406) 444-6337
DBE Program Manager/Certifications		
Shannon Hahn	shahn@mt.gov	(406) 444-7287
DBE Supportive Services Coordinator		
Andy Hyatt-Marcucci	ahyattmarcucci@mt.gov	(406) 444-6331
Compliance Technician		
Alice Flesch	aflesch@mt.gov	(406) 444-9229
ADA Coordinator		
Bill Anderson	bianderson@mt.gov	(406) 444-6334
Title VI & EEO Compliance Specialist		
Jim Phillips	jamphillips@mt.gov	(406) 444-6045
EEO & Labor Compliance Specialist		
Sheila Cozzie	scozzie@mt.gov	(406) 444-6335
Civil Rights Bureau Chief		

Montana Department of Transportation—Civil Rights Bureau

2701 Prospect Avenue
P.O. Box 201001
Helena, MT 59620-1001
Phone: (406) 444-6331
Toll Free (800)883-5811
Fax: (406) 444-7685
TTY: (800) 335-7592



DBE Program
Civil Rights Bureau
Montana Department of Transportation
P.O. Box 201001
Helena, MT 59620-1001

WHAT'S NEW WITH YOU?

/roads, the Montana DBE Newsletter, is your tool to gain new ideas, meet new people, network with other businesses, blow your own horn, and move your business down the road to success.

- Have you or an associate won an award or been promoted?
- Do you have an idea for an article, or would you like to have your firm profiled in the newsletter?
- Do you want to show off your good looks or your contracting handiwork?
- Do you want to hire an employee or buy/sell a business-related item?

Let us know what's new! Send questions, comments, ideas, photos, and want-ads to:
turnerandassocmt@aol.com or

Meetings, Workshops, and Training Opportunities

<p>Feb. 10th Doing Business with the State How to take advantage of contracting opportunities with Montana State Government Contact Carol Cunningham (406)261-3200</p> <p>Feb 13th Doing Business with the State How to take advantage of contracting opportunities with Montana State Government Contact Shannon Hahn (406-261-3200)</p> <p>Feb. 18 Doing Business with the State How to take advantage of contracting opportunities with Montana State Government Great Falls Contact: James Parker Shield (406) 761-3377</p> <p>Feb. 20-21 Canstruction® Holiday Village Mall, Great Falls Contact: Shannon Hahn (406) 444-7287 or shahn@mt.gov</p> <p>Feb. 25 Doing Business with the State How to take advantage of contracting opportunities with Montana State Government Browning Contact: Janice Coburn (406) 338-4015</p> <p>Feb 26 Doing Business with the State How to take advantage of contracting opportunities with Montana State Government Missoula Contact Sharon Dailey (406)532-3207</p>	<p>March 3-5 National Small Business Federal Contracting Week Workshops and One-on-One meetings with federal purchasers Westin Arlington Gateway, Arlington VA Contact: National Association of Small Business Contractors (888) 861-9290</p> <p>March 9 -10 National Traffic Management/Work Zone Safety Conference Orlando, FL Contact: Brad Sant (202) 829-4434</p> <p>Apr. 1-3 Design-Build in Transportation Conference Baltimore, MD Contact: Jerry Yakowenko (202) 366-1562 or gerald.yakowenko@fwha.dot.gov</p> <p>Apr. 1-4 Individual Marketing Consultation Arrange an appointment for one-on-one consulting provided by the Montana Departments of Agriculture and Commerce Kalispell Contact: Angelyn DeYoung to set an appointment (406) 444-5424</p> <p>Apr. 22-24 National Conference on Preservation, Repair, and Rehabilitation of Concrete Pavements St. Louis, MO Contact: Shiraz Tayabji (410) 997-9020 or www.fwha.dot.gov/pavement/concrete/2009CPTPconf.cfm</p>
---	---